



Profit and Loss Projection (12 Months)

MOST TECHNOLOGY

Fiscal Year Begins

Jan-22

	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	YE-ARL Y
Revenue (Sales)													
School subscription Plan1	0	270	270	540	810	1 350	1 620	2 160	2 160	2 430	2 700	3 240	17 550
School subscription Plan2				540	1 080	1 620	2 160	2 700	2 700	2 700	3 240	4 320	21 060
School subscription Plan3					1 620	3 240	4 860	6 480	6 480	8 100	9 720	9 720	50 220
Employer subscription					300	600	1 200	1 800	2 400	2 700	3 000	4 500	16 500
Career path predicting fee							4 000	8 500	11 000	20 000	27 500	39 000	110 000
Referral fee										400	800	1 300	2 500
													0
Total Revenue (Sales)	0	270	270	1 080	3 810	6 810	13 840	21 640	24 740	36 330	46 960	62 080	217 830
Cost of Sales													
Application hosting and monitoring costs	20	20	20	20	20	20	40	40	60	60	70	100	490
Customer support and account management costs	800	800	800	800	800	1 200	1 200	1 200	1 200	1 200	1 200	1 200	12 400
Data communication expense													0
Software license fees for products embedded in the application													0
Website development and support costs	13 164	11 800	11 800	11 800	11 800	13 400	13 400	13 400	13 400	13 400	13 400	13 400	154 164
Professional services and training personnel costs					1 000						1 000		2 000
Costs of subscriptions	0	3	3	11	38	68	138	216	247	363	470	621	2 178
Total Cost of Sales	13 984	12 623	12 623	12 631	13 658	14 688	14 778	14 856	14 907	15 023	16 140	15 321	171 232
Gross Profit	-13 984	-12 353	-12 353	-11 551	-9 848	-7 878	-938	6 784	9 833	21 307	30 820	46 759	46 598
Expenses													
Salary expenses				3 500	3 500	3 500	5 500	5 500	6 500	6 500	6 500	6 500	47 500
Payroll expenses	0	0	0	2 450	2 450	2 450	3 850	3 850	4 550	4 550	4 550	4 550	33 250
Outside services			500	1 000	1 000	2 400	4 000	4 000	4 000	5 000	5 000	5 000	31 900
Supplies (office and operating)													0
Repairs and maintenance													0
Advertising	500	1 000	3 000	6 000	6 000	6 000	5 000	5 000	5 000	5 000	5 000	5 000	52 500
Car, delivery and travel													0
Accounting and legal	115	115	115	115	115	450	115	115	115	115	115	115	1 715
Rent & Related Costs										1 000	1 000	1 000	3 000
Telephone													0
Utilities													0
Insurance													0
Taxes (real estate, etc.)													0
Interest													0
Depreciation													0
Other expenses (specify)													0
Other expenses (specify)													0
Other expenses (specify)													0
Misc. (unspecified)													0
Sub-total Expenses	615	1 115	3 615	13 065	13 065	14 800	18 465	18 465	20 165	22 165	22 165	22 165	169 865
Reserve for Contingencies	62	112	362	1307	1307	1480	1847	1847	2017	2217	2217	2217	16 987
Total Expenses	677	1 227	3 977	14 372	14 372	16 280	20 312	20 312	22 182	24 382	24 382	24 382	186 852
Net Profit Before Taxes	-14 661	-13 579	-16 329	-25 922	-24 220	-24 158	-21 250	-13 528	-12 349	-3 075	6 439	22 378	-140 254
Net Operating Income	-14 661	-13 579	-16 329	-25 922	-24 220	-24 158	-21 250	-13 528	-12 349	-3 075	6 439	22 378	-140 254

Because MOST TECHNOLOGY is part of the MOST alliance, some unspecified costs are shared between related companies.